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THE WEEKLY OF
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INTELLIGENCE

GULFSTREAM AEROSPACE is claiming letters of intent with deposits for 12 of its new Gulfstream V business jets, Canadair says it has deposits for more than 25 Global Express aircraft and Dassault and Falcon Jet plan to announce details of their Falcon 9000 long-range jet this week at the NBAA convention in Dallas. Industry observers are already asking whether the market will support three long-range business jets in the $30 million price range.

DASSAULT'S ENTRY in the long-range airplane sweepstakes is expected to maintain the same 727-style trijet engine configuration used on the Falcon 50 and Falcon 900. Industry sources say the 9000 will retain the Falcon 900 fuselage diameter, but with a new wing capable of holding more fuel.

DEPARTMENT OF TRANSPORTATION intends to launch a formal evaluation of the effectiveness of the current random drug testing rule, Transportation Secretary Andrew Card told the Wings Club in New York last week. Card, noting the controversy surrounding the mandatory 50 percent random sampling rate for drug testing, said, "I was dismayed at the inadequate level of detail in our current reports. With improved data, we may be able to make a more informed determination whether the random testing rate can be adjusted, and the costs to the industry reduced." Card's remarks follow sharp criticism by aviation industry officials about the unnecessarily high level of random testing given the very limited number of tests that revealed the presence of drugs in aviation industry personnel *(BA, Aug. 31/89)*.

FAA ISSUES NEW PROPOSAL CURTAILING CRIMINAL BACKGROUND CHECKS FOR EMPLOYEES

Federal Aviation Administration last week issued a revised proposal that significantly reduces the number of mandatory criminal background checks for individuals with certain airport security clearances. The supplemental notice of proposed rulemaking (SNPRM), which was announced by Transportation Secretary Andrew Card Wednesday and published in the *Federal Register* Friday, mandates 10-year criminal background checks only for new hires who have "inconsistencies" in their backgrounds. This is a dramatic change from the original proposal, which drew fire from nearly all corners of the industry because it would have required the background checks for all employees with unescorted access to secured areas of airports *(BA, May 4/183)*. FAA estimated the original rule would have subjected nearly 200,000 individuals a year to background checks, while the revised rule will result in about 100-500 checks each year. In announcing the revised proposal, Card said the new version could reduce the implementation cost from estimates that reached $1 billion to as low as $3.1 million over the next 10 years.

Unlike the original proposal, the SNPRM grandfathers all individuals who currently have unescorted access to high-security airport areas and limits the requirements for escorts to only those individuals undergoing a criminal background check. FAA said employers should look for "triggers" in deciding whether to conduct a criminal background check. These triggers include a one-year unexplainable gap in employment, significant inconsistencies between information on the application and information that is verified, and information suggesting that an individual has a criminal background.

In lieu of the mandatory criminal background check, the SNPRM standardizes a five-year employment history verification. FAA originally required five-year employment history verifications in 1985, but the agency said the procedures for such an investigation "have been open to interpretation because the FAA has not issued specified

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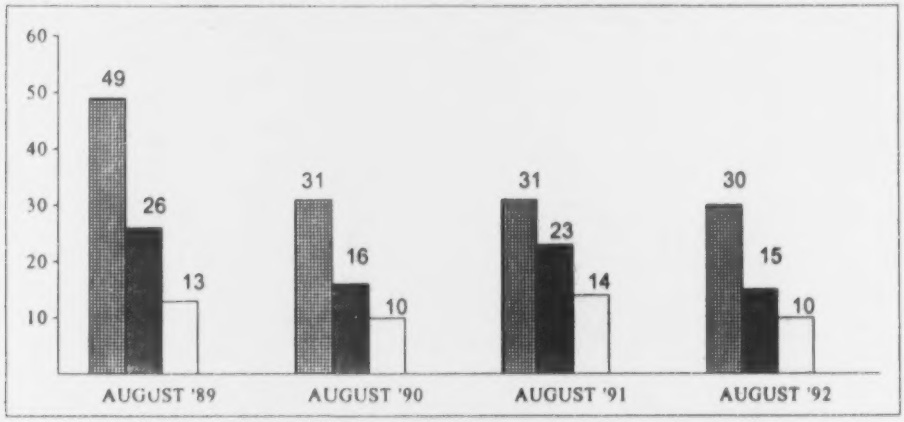
USED RETAIL JET DELIVERIES — NORTH AMERICA



LIGHT

SN601 Corvette
Beechjet 400
Citation I + II
Falcon 10 + 100
I.A.I. 1121 A/B/C Commodore Jet
Lear Jet 23/24/25/28/29/31/35/36
MU300 Diamond 1/1A/2
MS760 Paris Jet

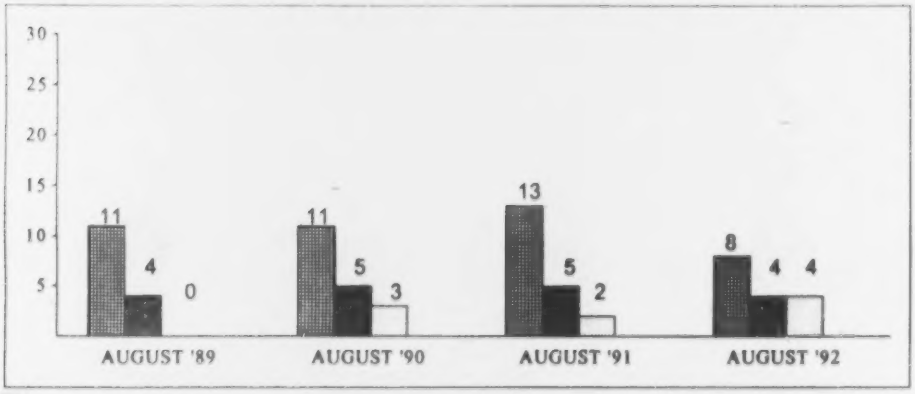
MEDIUM

Citation III + VI +VII
Falcon 20/200
BAE 125 (All Models)
I.A.I. 1123/1124/1124A Westwind
I.A.I. 1125 Astra
Lear Jet 55 Series
Sabertiner (All Models)

HEAVY

CL600/601 Challenger
Falcon 50/900
G1159 Gulfstream 2/2B/3/4
Lockheed Jetstar (All Models)
All Airliner Type Jets
Such as Boeing 707 and similar type aircraft

USED RETAIL JET DELIVERIES — OUTSIDE NORTH AMERICA



LIGHT

SN601 Corvette
Beechjet 400
Citation I + II
Falcon 10 + 100
I.A.I. 1121 A/B/C Commodore Jet
Lear Jet 23/24/25/28/29/31/35/36
MU300 Diamond 1/1A/2
MS760 Paris Jet

MEDIUM

Citation III + VI + VII
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BAE 125 (All Models)
I.A.I. 1123/1124/1124A Westwind
I.A.I. 1125 Astra
Lear Jet 55 Series
Sabertiner (All Models)

HEAVY

CL600/601 Challenger
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G1159 Gulfstream 2/2B/3/4
Lockheed Jetstar (All Models)
All Airliner Type Jets
Such as Boeing 707 and similar type aircraft

SOURCE: AvData, Inc. Wichita, KS

SEPTEMBER '92

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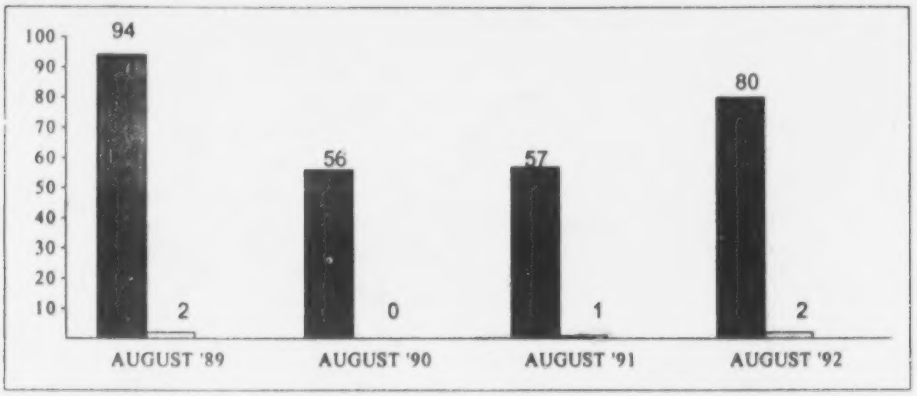
USED RETAIL TURBOPROP DELIVERIES — NORTH AMERICA



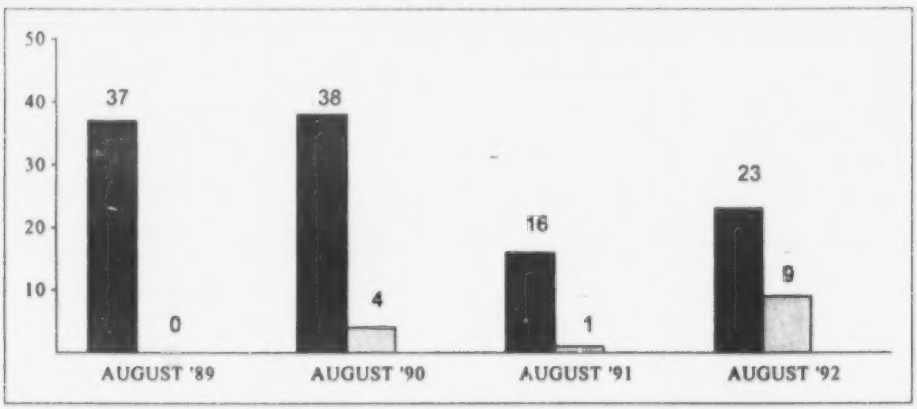
MEDIUM

Turbo Commander (All Models)
Beech 90 King Air (All Models)
Beech 100 King Air (All Models)
Beech 200 King Air (All Models)
Beech 300 King Air (All Models)
Cessna 400 SRS Conversions
Cessna 425/441/405
Mitsubishi MU2 (All Models)
PA31T/PA42 Cheyenne (All Models)
Swearingen Merlin/Metro (All Models)

HEAVY

G159 Gulfstream 1
All airliner Type Turboprops
Such as F-27 Friendship and similar type aircraft

USED RETAIL TURBOPROP DELIVERIES — OUTSIDE NORTH AMERICA



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